

Message Text

LIMITED OFFICIAL USE

PAGE 01 ZAGREB 00378 110916Z

43

ACTION XMB-07

INFO OCT-01 EUR-25 ISO-00 EB-11 TRSE-00 FRB-02 OPIC-12

AID-20 DRC-01 RSC-01 /080 W
----- 119805

R 101445Z MAY 74
FM AMCONSUL ZAGREB
TO USDOC WASHDC
INFO SECSTATE WASHDC 2446
AMEMBASSY BELGRADE
AMEMBASSY BERN

LIMITED OFFICIAL USE ZAGREB 0378

PASS EXIMBANK

E.O. 11652: N/A
TAGS: BEXP, YO
SUBJECT: MAJOR PROJECTS: GERMAN/SWISS BID LIKELY WINNER FOR
SOSTANJ IV

REF: BELGRADE 1721

1. THOUGH NO OFFICIAL ANNOUNCEMENT YET MADE, WE UNDERSTAND
INFORMALLY FROM SEVERAL SOURCES THAT WESTINGHOUSE OUT OF
RUNNING FOR SOSTANJ IV AWARD. HAVING OBTAINED LOCAL INSTALLATION
COST FINANCING FOR NON-GERMAN BOILER, KWU NOW ALSO ABLE PRESENT
COMBINED BID WITH SULZER AND OTHERWISE REPORTEDLY OFFERING PRICE
(ON ELECTRICAL EQUIPMENT PORTION) \$7 MILLION LESS THAN WESTINGHOUSE.

2. WESTINGHOUSE NEGOTIATOR BELIEVES GERMANS, ANXIOUS PROTECT
POSITION IN TRADITIONAL SLOVENIAN MARKET, IN EFFECT "BOUGHT
JOB," PROBABLY TAKING LOSS TO RETAIN CUSTOMER.
WILSON

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NNN

Message Attributes

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Disposition Authority: GarlanWA
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